

Message Text

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60

ACTION XMB-04

INFO OCT-01 AF-06 ISO-00 AID-05 CIAE-00 COME-00 EB-07

FRB-01 INR-07 NSAE-00 RSC-01 TRSE-00 OPIC-03 SP-02

CIEP-01 LAB-04 SIL-01 OMB-01 /044 W

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R 141355Z JAN 75

FM AMEMBASSY CAPE TOWN

TO SECSTATE WASHDC 4316

INFO AMEMBASSY PRETORIA

LIMITED OFFICIAL USE CAPE TOWN 0047

E.O. 11652: N/A

TAGS: BPRO, ESTC, SF

SUBJ: FCIA CREDIT INSURANCE REQUEST FOR SALE OF ELECTRONIC

TUBES AND RADIOS AND RANGE FINDERS TO SMD TELE-

COMMUNICATIONS (PTY.) LTD.

REF: STATE 3008

1. IN EFFORT OBTAIN ADDITIONAL WTDR INFORMATION AND BACKGROUND ON PROPOSED SALE, ECONOMIC OFFICER CONTACTED COMPANY REPRESENTATIVE KEITH JAMES, IN ABSENCE OF DIRECTOR D.E. COMPTON-JAMES. MR. JAMES DECLINED MAKE APPOINTMENT TO DISCUSS FOREGOING ON GROUNDS THAT S.M.D. TELECOMMUNICATIONS WAS UNWILLING PROVIDE ANY INFORMATION, INCLUDING TRADE REFERENCES, SINCE THE COMPANY REGARDS THIS INFORMATION AS CONFIDENTIAL AND HAS BEEN CAUSED CONSIDERABLE DIFFICULTY IN TRADING WITH U.S. FIRMS.

2. PRESSED TO EXPLAIN, MR. JAMES REFERRED SPECIFICALLY TO TRANSACTION WITH SPERRY RAND, GREAT NECK, LONG ISLAND, NEW YORK 11090. HE ALSO EXPLAINED THAT SMD TELECOMMUNICATIONS HAS BEEN SUPPLIER TO SOUTH AFRICAN NAVY AND CONFIRMED THAT APPLICATION OF EXPORT CONTROLS TO SOUTH AFRICA WAS PART OF PROBLEM IN DEALING WITH U.S. COMPANIES.

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3. WHILE MR. JAMES CONFIRMED IMPORTANCE TO HIS FIRM OF PENDING

SALE COVERING DOLLARS TWO MILLION HE SAID HIS FIRM REGARDED THIS MATTER AS HIGHLY CONFIDENTIAL AND DECLINED DIVULGE END USE OR ULTIMATE PURCHASER(S) OF COMPONENTS INVOLVED.

4. VIEW OF FOREGOING WE RECOMMEND EXIMBANK REVIEW PROPOSED SALE AND SMD TELECOMMUNICATIONS RECORD WITH STATE/COMMERCE MUNITIONS AND EXPORT CONTROL OFFICES, AND IF APPROPRIATE, CONTACT SPERRY RAND FOR BACKGROUND AND OUTCOME OF ITS ACTUAL OR PROPOSED TRANSACTIONS WITH THIS COMPANY (DATE UNKNOWN).

5. ALSO RECOMMEND FCIA OBTAIN NEW WTDR PREPARED JANUARY 14, 1975 BY THIS POST TO REPLACE WTDR DATED JULY 1974. NEW REPORT SENT COMMERCE AS USDOC MESSAGE (CAPE TOWN 43). FYI. CREDIT AGENCY REFERRED TO IN PARA 5 OF NEW REPORT IS DUN AND BRADSTREET. PROTECT. DECON 6/30/76.
GAMON

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Message Attributes

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Disposition Authority: GolinoFR
Disposition Case Number: n/a
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Disposition Date: 28 MAY 2004
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Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Margaret P. Grafeld
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